

Monthly Indicators



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings were up 9.0 percent to 687. Pending Sales increased 13.7 percent to 591. Inventory grew 29.1 percent to 2,066 units.

Prices moved lower as Median Sales Price was down 1.7 percent to \$562,500. Days on Market increased 11.5 percent to 58 days. Months Supply of Inventory was up 32.4 percent to 4.9 months.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Quick Facts

| | | |
|------------------------------------|--|-------------------------------------|
| - 1.9% | - 1.7% | + 32.4% |
| One-Year Change in Closed Sales | One-Year Change in Median Sales Price | One-Year Change in Months Supply |

A research tool provided by the Hilton Head Association of REALTORS®.
Percent changes are calculated using rounded figures.

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Market Overview

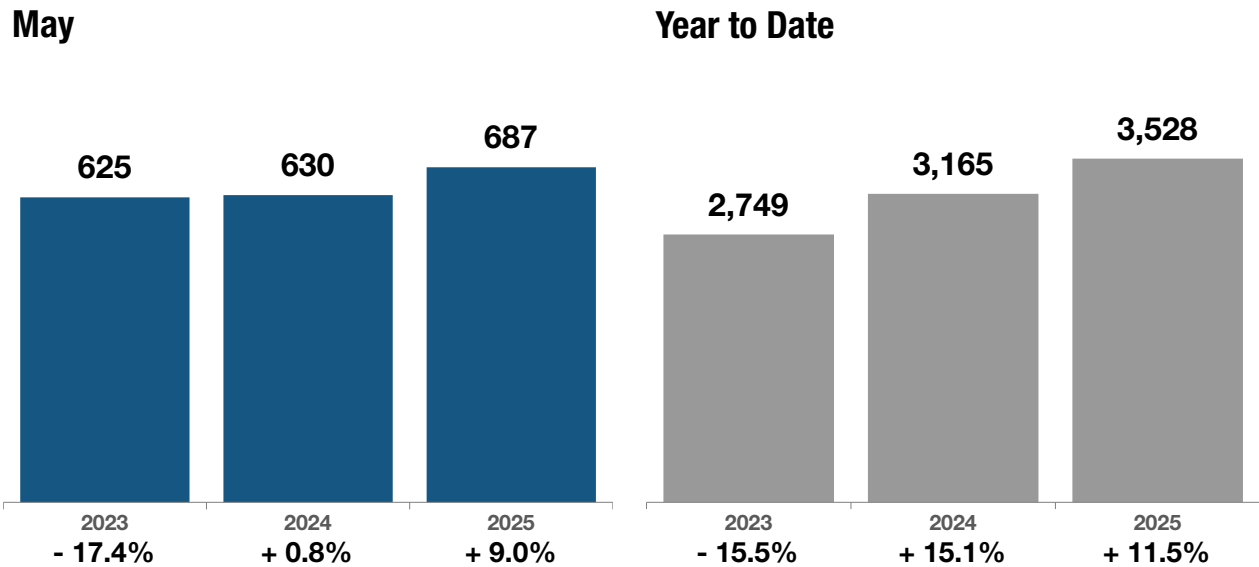
Key market metrics for the current month and year-to-date figures.



| Key Metrics | Historical Sparkbars | 05-2024 | 05-2025 | Percent Change | YTD 2024 | YTD 2025 | Percent Change |
|-----------------------------|----------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| New Listings | | 630 | 687 | + 9.0% | 3,165 | 3,528 | + 11.5% |
| Pending Sales | | 520 | 591 | + 13.7% | 2,449 | 2,421 | - 1.1% |
| Closed Sales | | 534 | 524 | - 1.9% | 2,281 | 2,169 | - 4.9% |
| Days on Market | | 52 | 58 | + 11.5% | 52 | 64 | + 23.1% |
| Median Sales Price | | \$572,500 | \$562,500 | - 1.7% | \$542,000 | \$560,000 | + 3.3% |
| Average Sales Price | | \$798,323 | \$772,702 | - 3.2% | \$743,153 | \$820,580 | + 10.4% |
| Pct. of List Price Received | | 97.7% | 97.3% | - 0.4% | 97.9% | 97.4% | - 0.5% |
| Housing Affordability Index | | 56 | 57 | + 1.8% | 59 | 58 | - 1.7% |
| Inventory of Homes for Sale | | 1,600 | 2,066 | + 29.1% | -- | -- | -- |
| Months Supply of Inventory | | 3.7 | 4.9 | + 32.4% | -- | -- | -- |

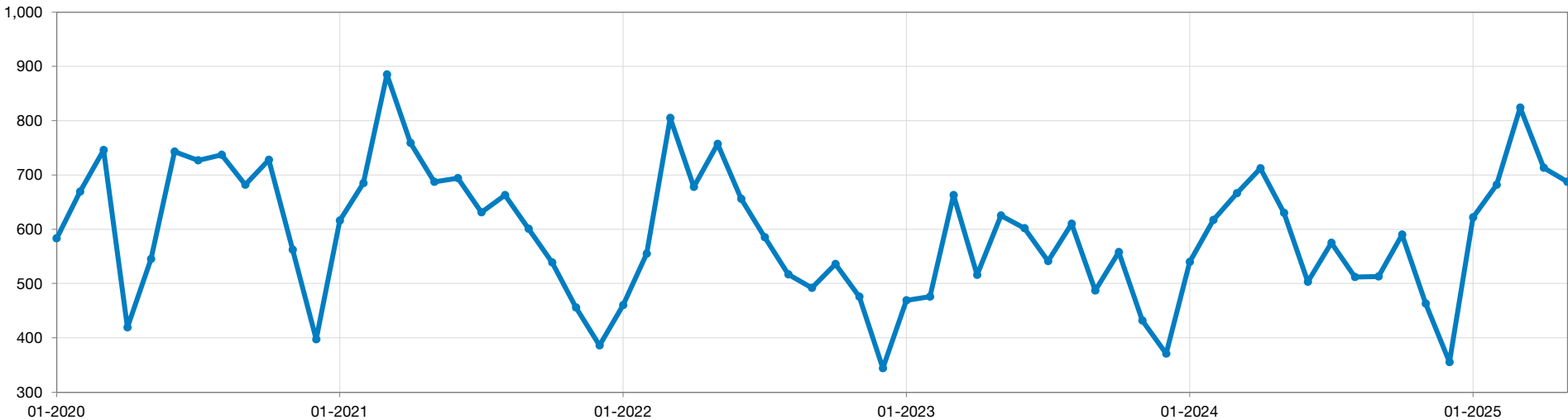
New Listings

A count of the properties that have been newly listed on the market in a given month.



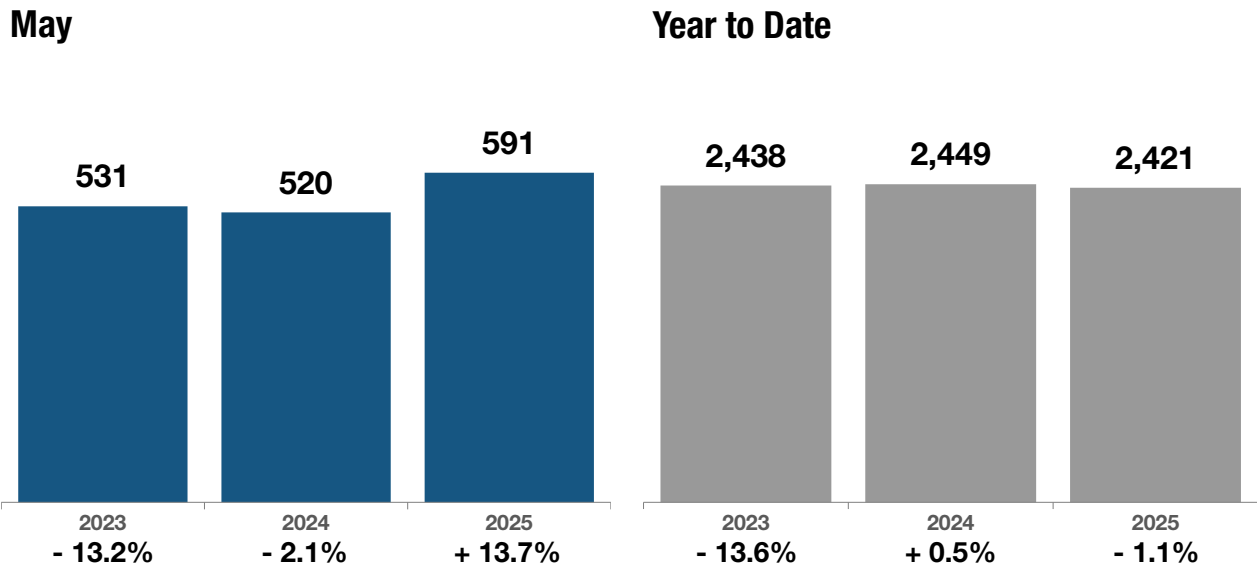
| New Listings | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| June 2024 | 503 | 602 | -16.4% |
| July 2024 | 575 | 541 | +6.3% |
| August 2024 | 512 | 610 | -16.1% |
| September 2024 | 513 | 487 | +5.3% |
| October 2024 | 590 | 558 | +5.7% |
| November 2024 | 463 | 432 | +7.2% |
| December 2024 | 355 | 371 | -4.3% |
| January 2025 | 622 | 540 | +15.2% |
| February 2025 | 682 | 617 | +10.5% |
| March 2025 | 824 | 666 | +23.7% |
| April 2025 | 713 | 712 | +0.1% |
| May 2025 | 687 | 630 | +9.0% |
| 12-Month Avg | 587 | 564 | +4.0% |

Historical New Listings by Month



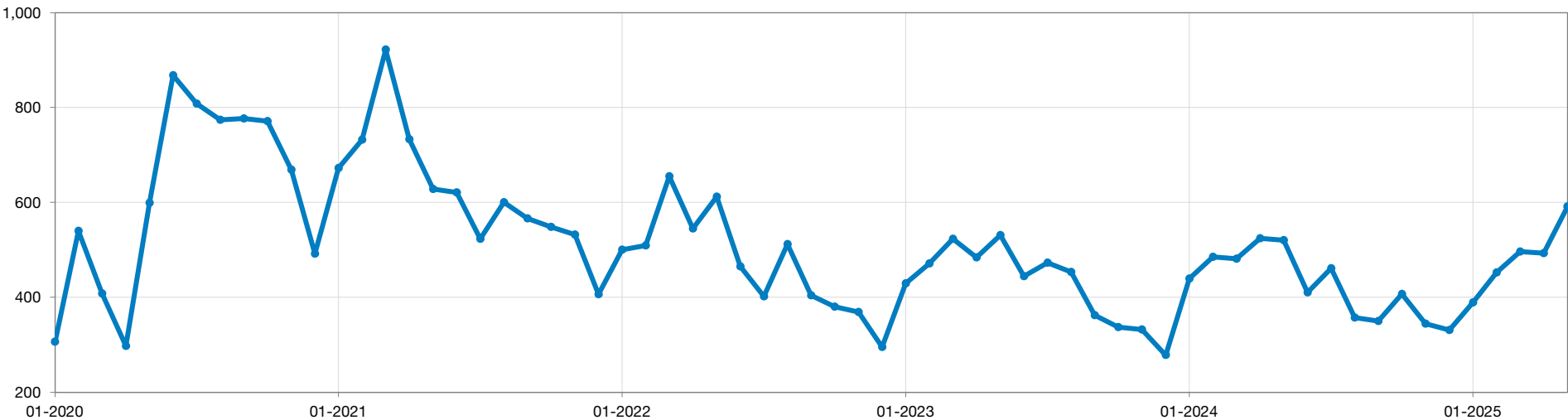
Pending Sales

A count of the properties on which offers have been accepted in a given month.



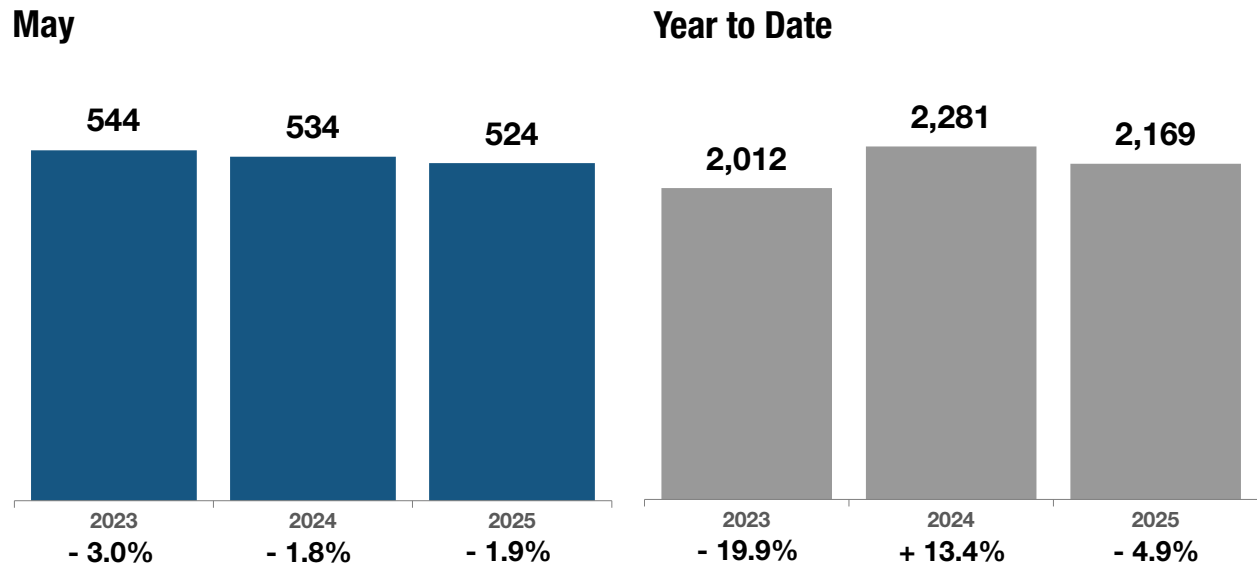
| Pending Sales | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| June 2024 | 410 | 444 | -7.7% |
| July 2024 | 461 | 473 | -2.5% |
| August 2024 | 357 | 453 | -21.2% |
| September 2024 | 350 | 362 | -3.3% |
| October 2024 | 407 | 337 | +20.8% |
| November 2024 | 344 | 332 | +3.6% |
| December 2024 | 331 | 278 | +19.1% |
| January 2025 | 389 | 439 | -11.4% |
| February 2025 | 452 | 485 | -6.8% |
| March 2025 | 496 | 481 | +3.1% |
| April 2025 | 493 | 524 | -5.9% |
| May 2025 | 591 | 520 | +13.7% |
| 12-Month Avg | 423 | 427 | -0.9% |

Historical Pending Sales by Month



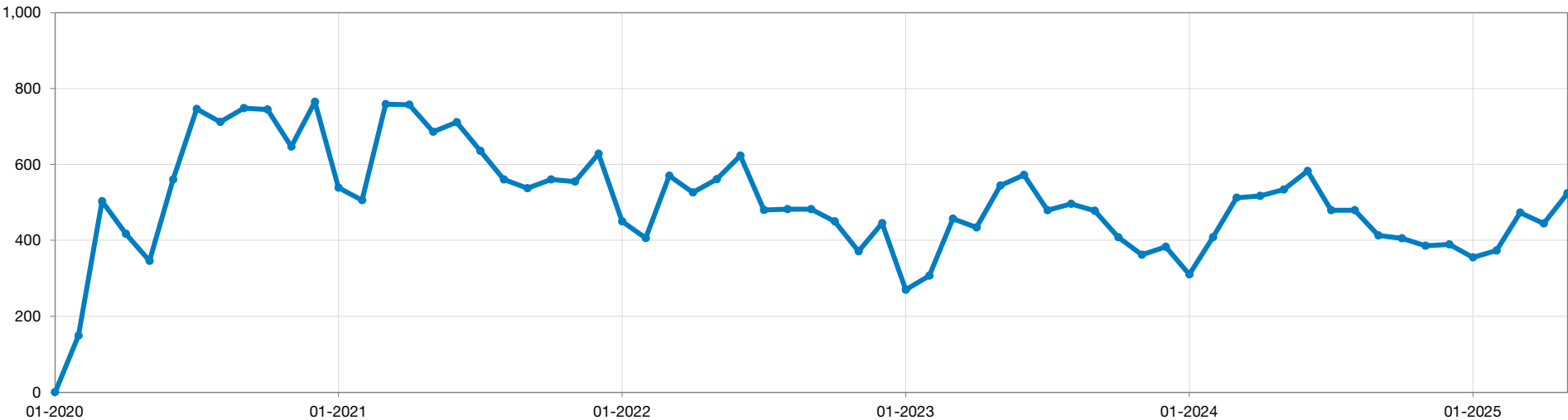
Closed Sales

A count of the actual sales that closed in a given month.



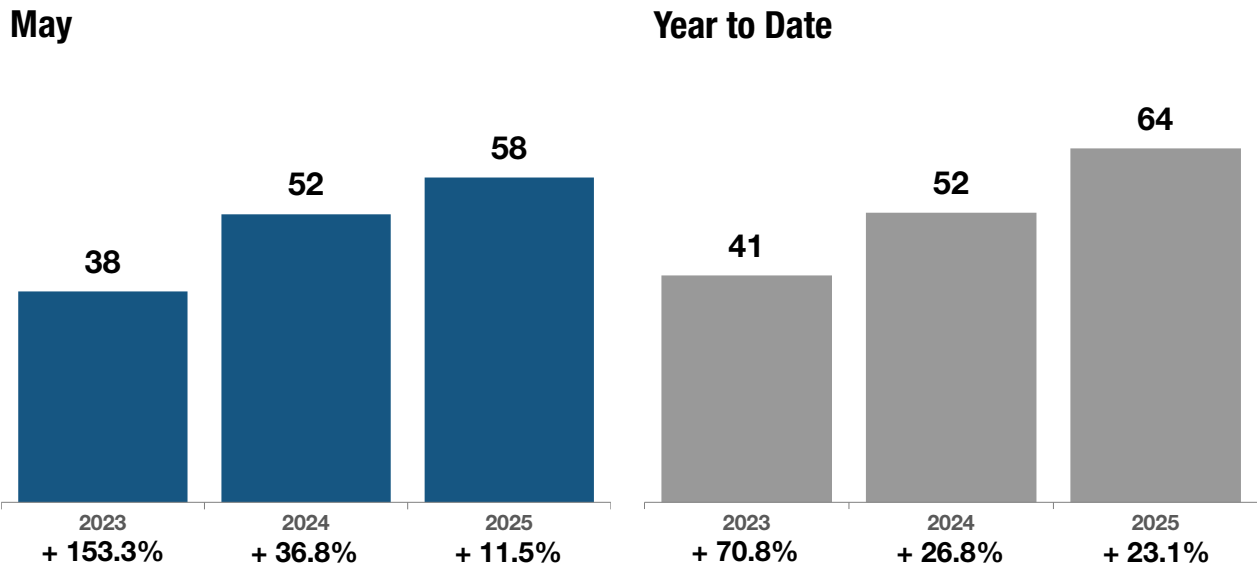
| Closed Sales | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| June 2024 | 583 | 572 | +1.9% |
| July 2024 | 479 | 479 | 0.0% |
| August 2024 | 479 | 496 | -3.4% |
| September 2024 | 413 | 478 | -13.6% |
| October 2024 | 405 | 408 | -0.7% |
| November 2024 | 386 | 362 | +6.6% |
| December 2024 | 389 | 383 | +1.6% |
| January 2025 | 355 | 310 | +14.5% |
| February 2025 | 373 | 408 | -8.6% |
| March 2025 | 473 | 512 | -7.6% |
| April 2025 | 444 | 517 | -14.1% |
| May 2025 | 524 | 534 | -1.9% |
| 12-Month Avg | 442 | 455 | -2.9% |

Historical Closed Sales by Month



Days on Market Until Sale

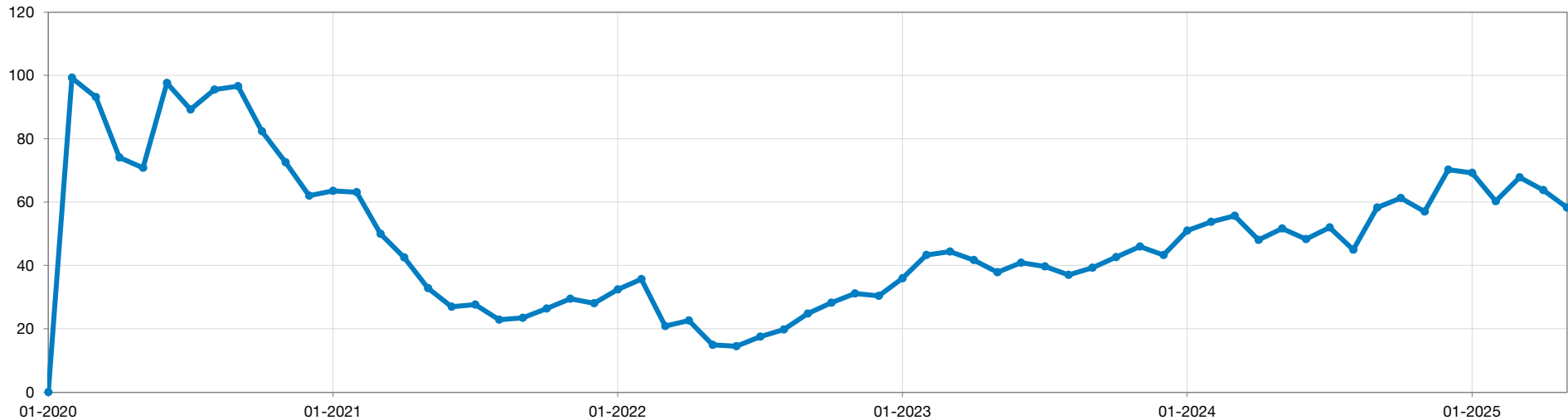
Average number of days between when a property is listed and when an offer is accepted in a given month.



| Days on Market | | Prior Year | Percent Change |
|----------------|----|------------|----------------|
| June 2024 | 48 | 41 | +17.1% |
| July 2024 | 52 | 40 | +30.0% |
| August 2024 | 45 | 37 | +21.6% |
| September 2024 | 58 | 39 | +48.7% |
| October 2024 | 61 | 43 | +41.9% |
| November 2024 | 57 | 46 | +23.9% |
| December 2024 | 70 | 43 | +62.8% |
| January 2025 | 69 | 51 | +35.3% |
| February 2025 | 60 | 54 | +11.1% |
| March 2025 | 68 | 56 | +21.4% |
| April 2025 | 64 | 48 | +33.3% |
| May 2025 | 58 | 52 | +11.5% |
| 12-Month Avg* | 59 | 46 | +28.3% |

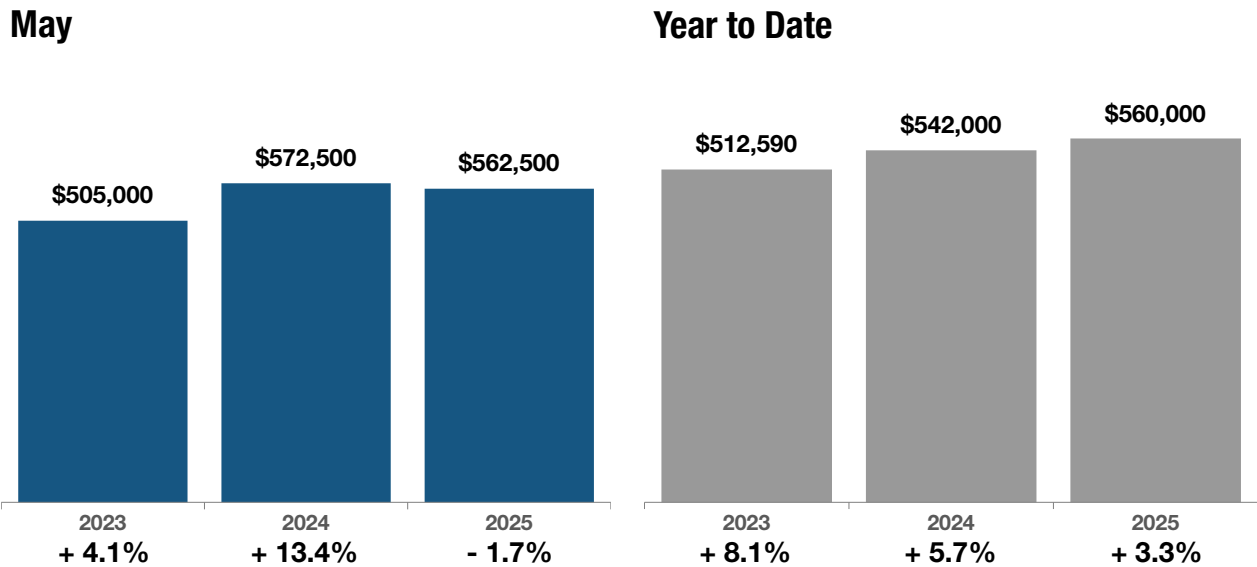
* Average Days on Market of all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



Median Sales Price

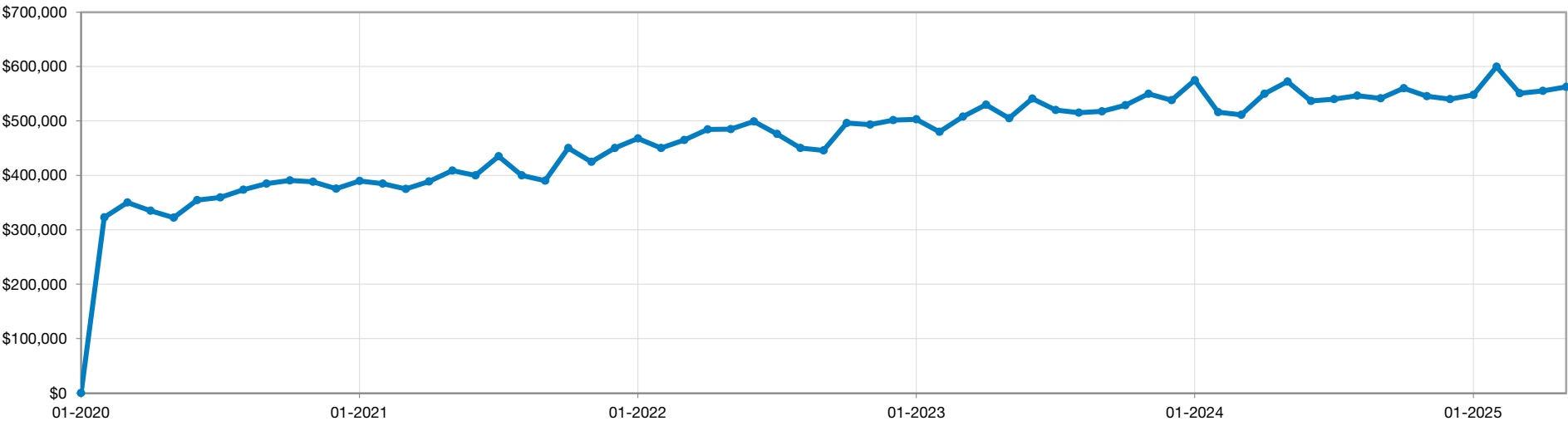
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



| | Median Sales Price | Prior Year | Percent Change |
|----------------|--------------------|------------|----------------|
| June 2024 | \$536,755 | \$541,133 | -0.8% |
| July 2024 | \$540,000 | \$520,000 | +3.8% |
| August 2024 | \$546,386 | \$515,000 | +6.1% |
| September 2024 | \$541,500 | \$517,500 | +4.6% |
| October 2024 | \$560,000 | \$529,000 | +5.9% |
| November 2024 | \$545,195 | \$550,000 | -0.9% |
| December 2024 | \$540,000 | \$538,000 | +0.4% |
| January 2025 | \$547,900 | \$574,907 | -4.7% |
| February 2025 | \$599,725 | \$516,063 | +16.2% |
| March 2025 | \$550,665 | \$511,250 | +7.7% |
| April 2025 | \$555,000 | \$549,900 | +0.9% |
| May 2025 | \$562,500 | \$572,500 | -1.7% |
| 12-Month Med* | \$549,945 | \$535,000 | +2.8% |

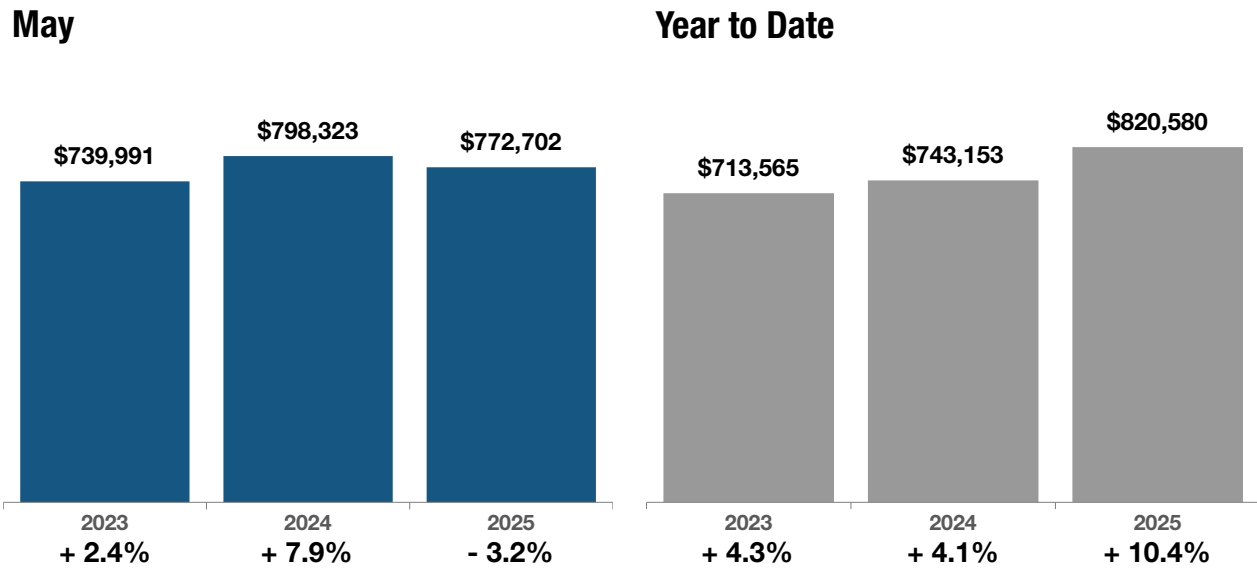
* Median Sales Price of all properties from June 2024 through May 2025. This is not the median of the individual figures above.

Historical Median Sales Price by Month



Average Sales Price

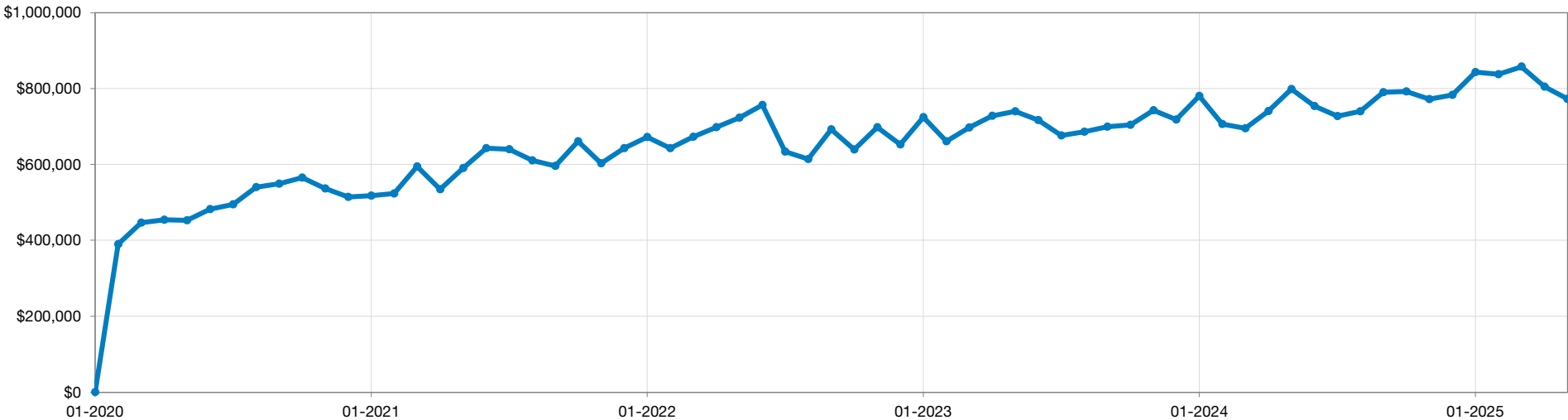
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



| Avg. Sales Price | | Prior Year | Percent Change |
|------------------|-----------|------------|----------------|
| June 2024 | \$753,700 | \$716,705 | +5.2% |
| July 2024 | \$726,965 | \$676,071 | +7.5% |
| August 2024 | \$739,625 | \$686,286 | +7.8% |
| September 2024 | \$790,472 | \$699,471 | +13.0% |
| October 2024 | \$791,894 | \$704,241 | +12.4% |
| November 2024 | \$772,131 | \$742,744 | +4.0% |
| December 2024 | \$783,354 | \$717,912 | +9.1% |
| January 2025 | \$843,279 | \$780,490 | +8.0% |
| February 2025 | \$837,616 | \$706,028 | +18.6% |
| March 2025 | \$857,753 | \$695,288 | +23.4% |
| April 2025 | \$805,061 | \$740,484 | +8.7% |
| May 2025 | \$772,702 | \$798,323 | -3.2% |
| 12-Month Avg* | \$789,546 | \$722,003 | +9.4% |

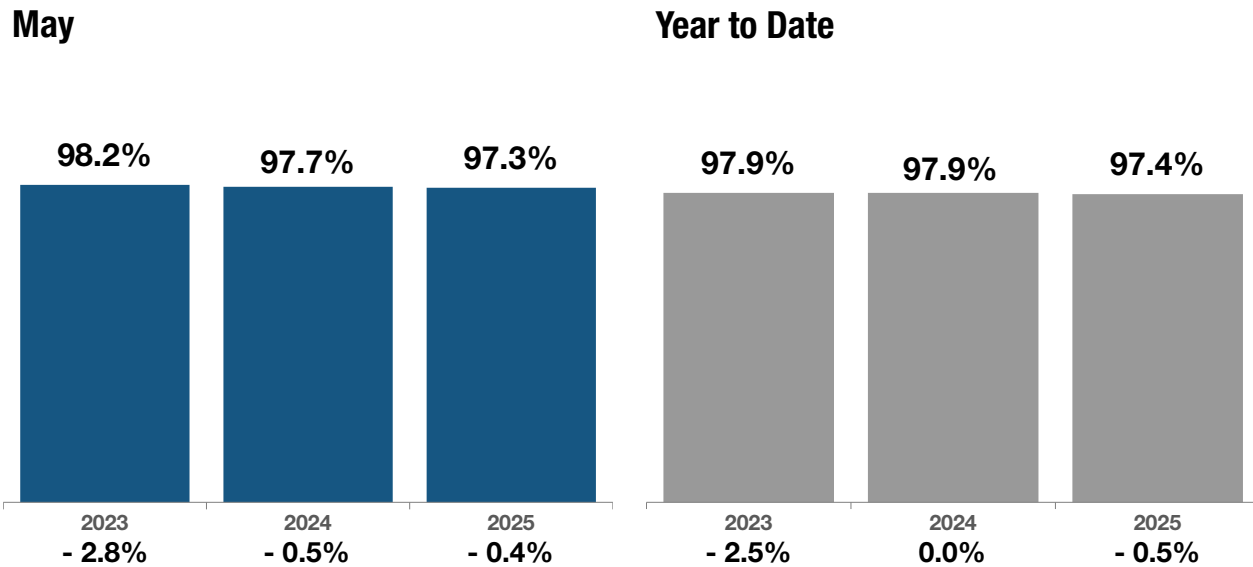
* Avg. Sales Price of all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month



Percent of List Price Received

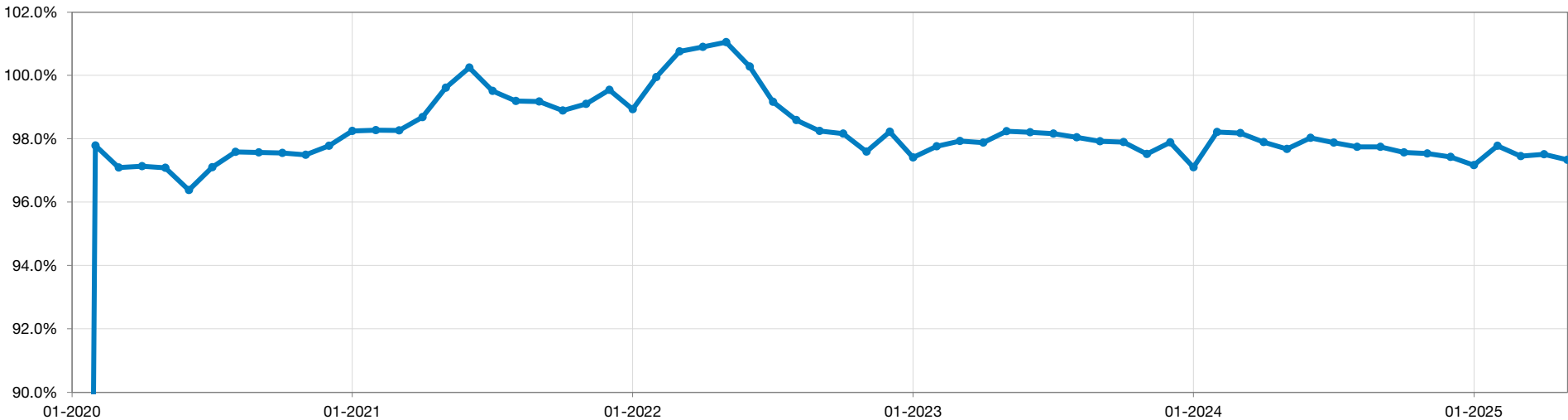
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



| Pct. of List Price Received | | Prior Year | Percent Change |
|-----------------------------|-------|------------|----------------|
| June 2024 | 98.0% | 98.2% | -0.2% |
| July 2024 | 97.9% | 98.2% | -0.3% |
| August 2024 | 97.7% | 98.0% | -0.3% |
| September 2024 | 97.7% | 97.9% | -0.2% |
| October 2024 | 97.6% | 97.9% | -0.3% |
| November 2024 | 97.5% | 97.5% | 0.0% |
| December 2024 | 97.4% | 97.9% | -0.5% |
| January 2025 | 97.2% | 97.1% | +0.1% |
| February 2025 | 97.8% | 98.2% | -0.4% |
| March 2025 | 97.5% | 98.2% | -0.7% |
| April 2025 | 97.5% | 97.9% | -0.4% |
| May 2025 | 97.3% | 97.7% | -0.4% |
| 12-Month Avg* | | 97.6% | -0.3% |

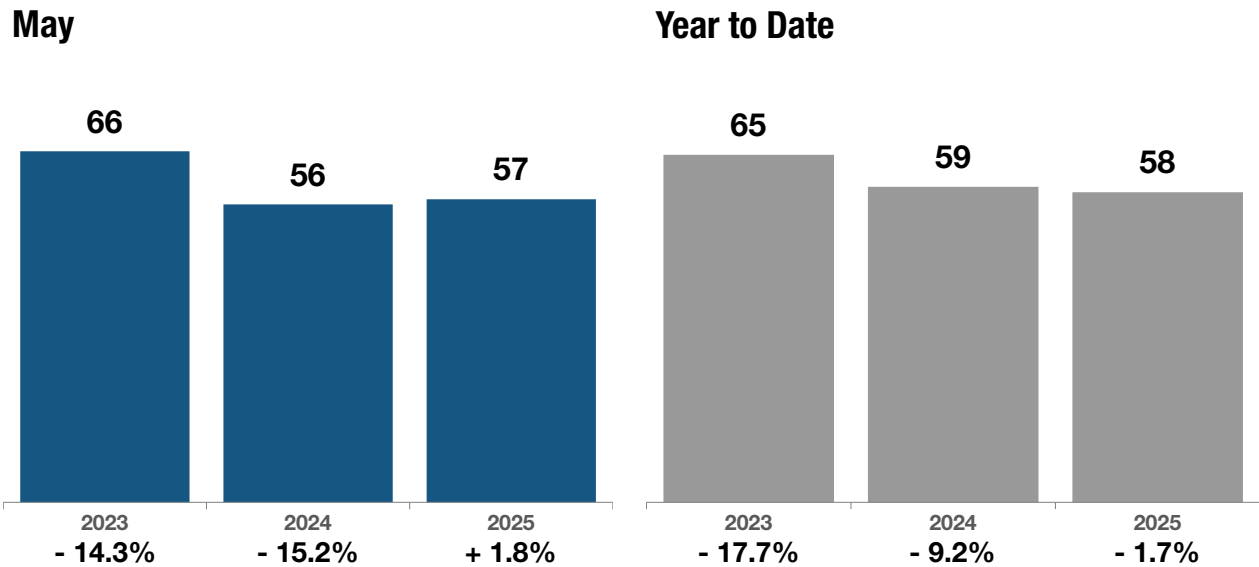
* Average Pct. of List Price Received for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



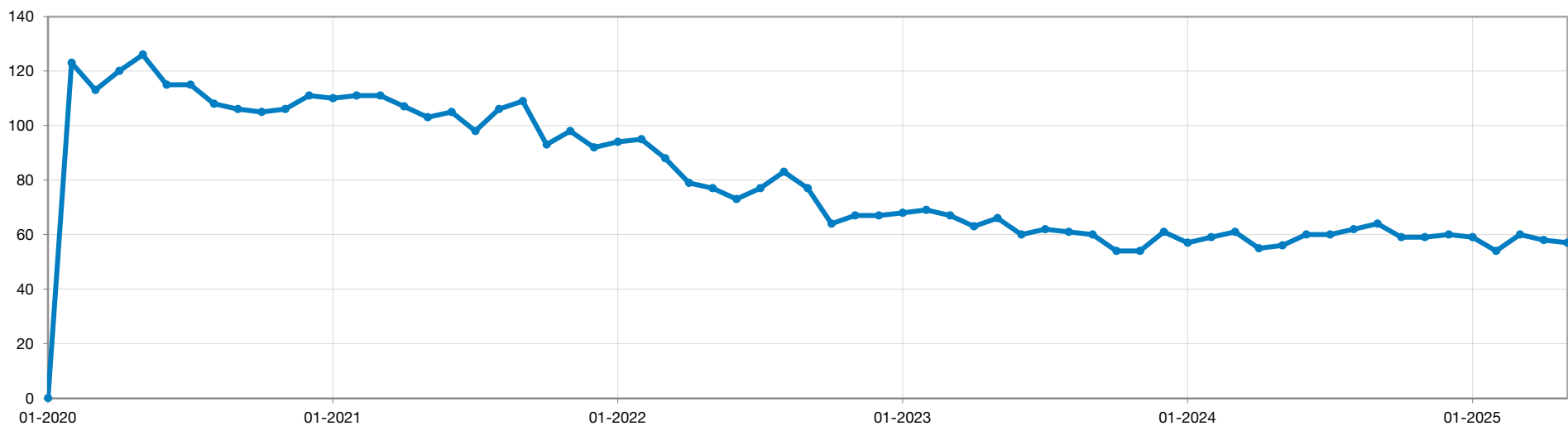
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



| Affordability Index | | Prior Year | Percent Change |
|---------------------|----|------------|----------------|
| June 2024 | 60 | 60 | 0.0% |
| July 2024 | 60 | 62 | -3.2% |
| August 2024 | 62 | 61 | +1.6% |
| September 2024 | 64 | 60 | +6.7% |
| October 2024 | 59 | 54 | +9.3% |
| November 2024 | 59 | 54 | +9.3% |
| December 2024 | 60 | 61 | -1.6% |
| January 2025 | 59 | 57 | +3.5% |
| February 2025 | 54 | 59 | -8.5% |
| March 2025 | 60 | 61 | -1.6% |
| April 2025 | 58 | 55 | +5.5% |
| May 2025 | 57 | 56 | +1.8% |
| 12-Month Avg | 59 | 58 | +1.7% |

Historical Housing Affordability Index by Month

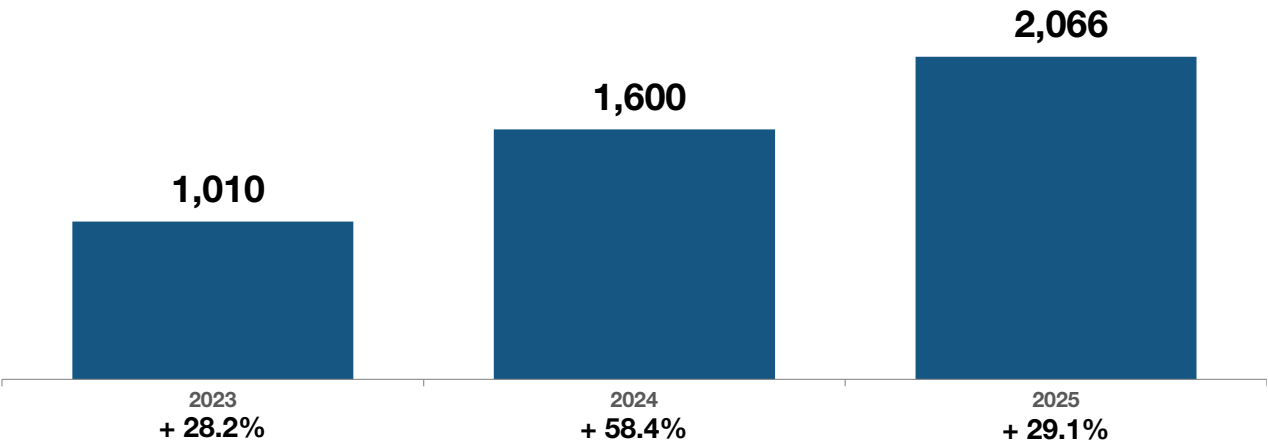


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



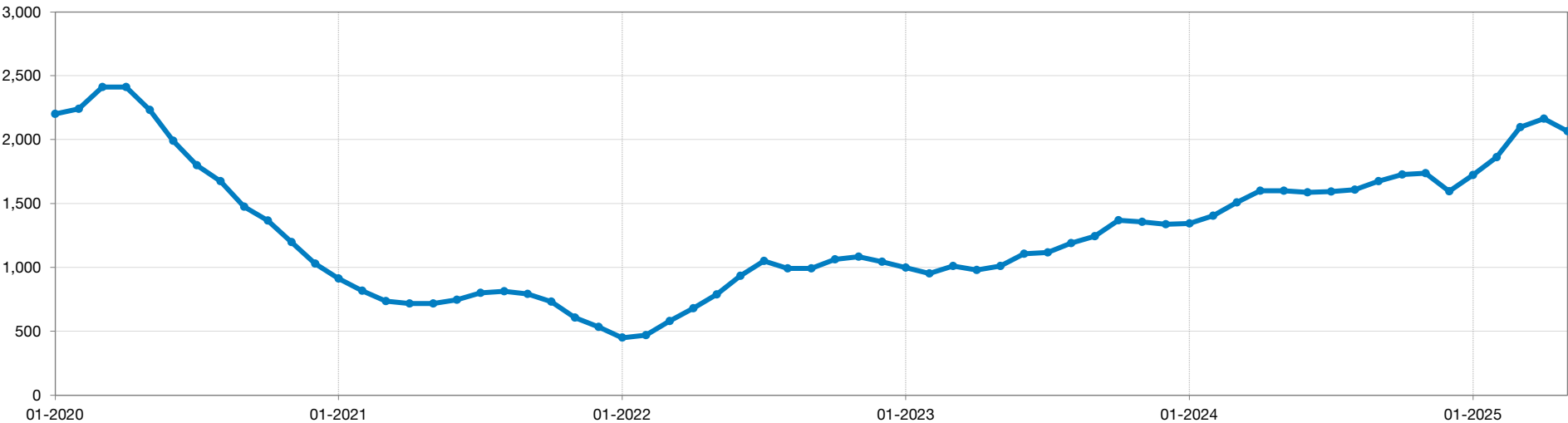
May



| Homes for Sale | | Prior Year | Percent Change |
|----------------|-------|------------|----------------|
| June 2024 | 1,587 | 1,105 | +43.6% |
| July 2024 | 1,592 | 1,116 | +42.7% |
| August 2024 | 1,608 | 1,190 | +35.1% |
| September 2024 | 1,675 | 1,243 | +34.8% |
| October 2024 | 1,726 | 1,368 | +26.2% |
| November 2024 | 1,737 | 1,356 | +28.1% |
| December 2024 | 1,595 | 1,337 | +19.3% |
| January 2025 | 1,721 | 1,343 | +28.1% |
| February 2025 | 1,861 | 1,403 | +32.6% |
| March 2025 | 2,096 | 1,507 | +39.1% |
| April 2025 | 2,163 | 1,599 | +35.3% |
| May 2025 | 2,066 | 1,600 | +29.1% |
| 12-Month Avg* | 1,786 | 1,347 | +32.6% |

* Homes for Sale for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Inventory of Homes for Sale by Month

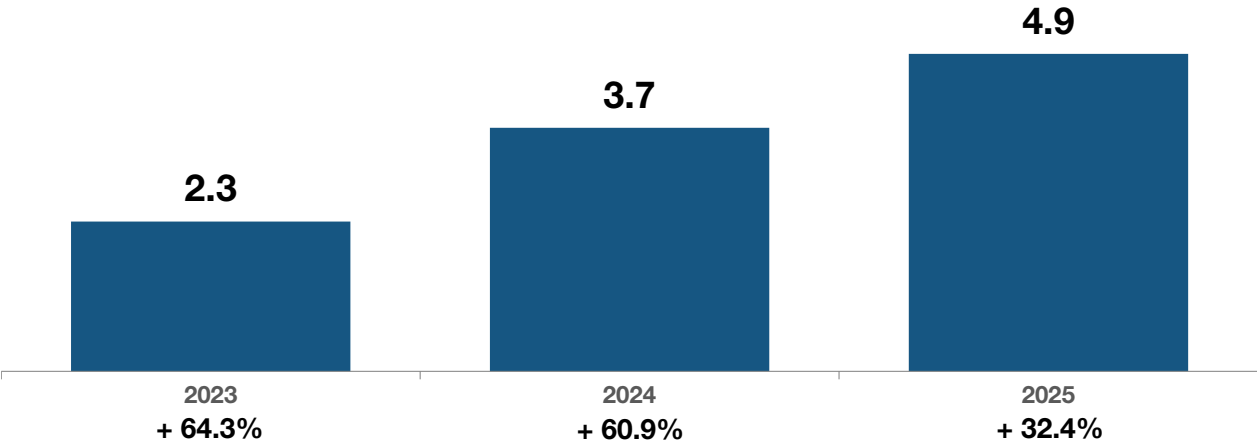


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



May



| Months Supply | | Prior Year | Percent Change |
|----------------|-----|------------|----------------|
| June 2024 | 3.7 | 2.5 | +48.0% |
| July 2024 | 3.8 | 2.5 | +52.0% |
| August 2024 | 3.9 | 2.7 | +44.4% |
| September 2024 | 4.0 | 2.9 | +37.9% |
| October 2024 | 4.1 | 3.2 | +28.1% |
| November 2024 | 4.1 | 3.2 | +28.1% |
| December 2024 | 3.7 | 3.1 | +19.4% |
| January 2025 | 4.1 | 3.1 | +32.3% |
| February 2025 | 4.4 | 3.3 | +33.3% |
| March 2025 | 5.0 | 3.5 | +42.9% |
| April 2025 | 5.2 | 3.7 | +40.5% |
| May 2025 | 4.9 | 3.7 | +32.4% |
| 12-Month Avg* | 4.2 | 3.1 | +35.5% |

* Months Supply for all properties from June 2024 through May 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

